

# Motivational Interviewing



Preparing People  
for Change

# Motivational Interviewing

- When do you feel really good about what's happening with your clients?
- When does it seem like it's not working?

1--2--3--4--5--6--7--8--9--10

Low ←————→ High

# Assessing Importance

- How important on a scale of 1-10?

1---X-----Y-----10

- Why X and not 1?
- What would have to happen for you to go from X to Y?

# Assessing Confidence

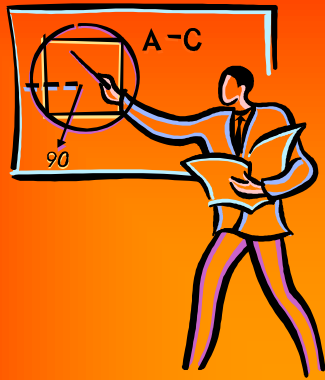
- If you were to decide to change- what number between 1-10?

1--x-----y-----10

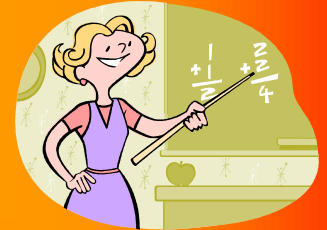
- Why are you at X and not 1?
- What would have to happen for you to go from X to Y?
- How can I help?

# A Puzzle

- 1. What works ?**
- 2. What is efficient?**
- 3. What environment creates client change?**
- 4. What helper behavior enhances client change?**



# Favorite Teacher



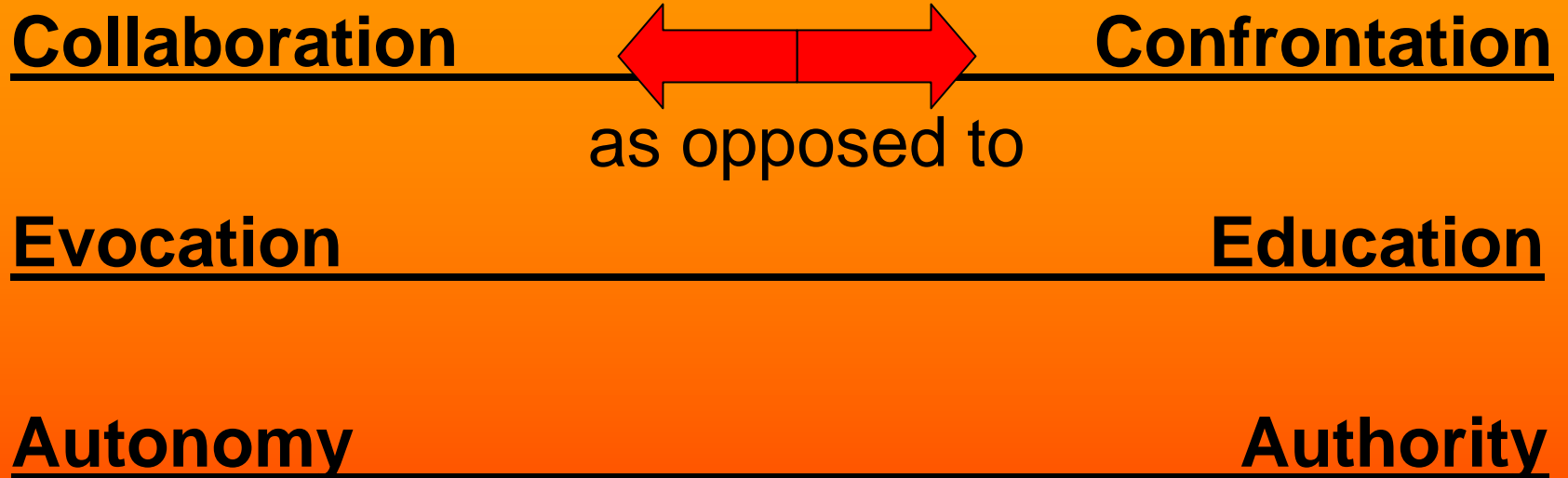
# What MI looks like

1. Truck Driver
2. Quiet John
3. Handling Resistance





# The Spirit



# Motivational Interviewing

A client-centered,  
directive  
method of communication  
for enhancing intrinsic motivation to change  
by exploring and resolving ambivalence.

# Motivational Interviewing

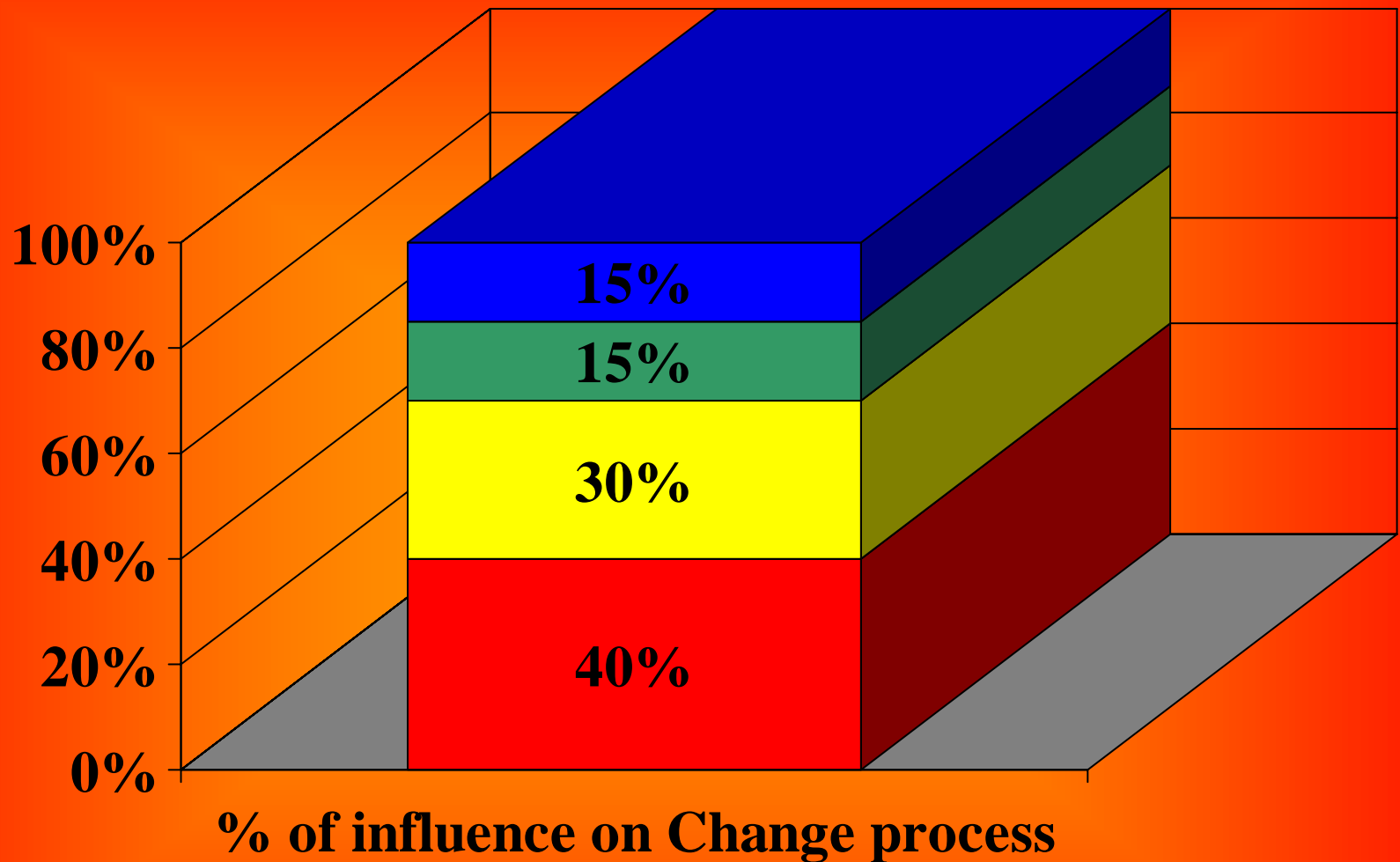
- Gains rapport and reduces resistance
- Resolves ambivalence
- Increases client change talk
- Increases retention in treatment
- Particularly useful with clients in the early stages of change

# Putting the Pieces Together

## **Counselor Effects That Lead to Client Change**

- Accurate understanding
- Unconditional positive regard
- Genuineness

## Common Factors in Client Change



**Client** **Therapy Relationship** **Hope** **Therapy Model**

The Heart and Soul of Change: What Works in Therapy.

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# Putting the Pieces Together

- Change happens naturally
- Change is influenced by interpersonal interactions
- Specifically, an empathic counseling style seems to facilitate change
- The clinician by whom one is treated is a significant determinant in dropout, retention, adherence, and outcome
- People who believe that they are likely to change do so
- People whose clinicians believe they will change do so



# How it Works

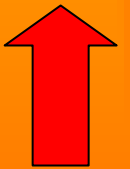
**Counselor manages important in-session behaviors of client, using MI spirit and skills**

**Interaction of  
counselor and client**



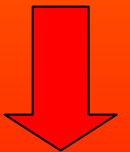
**Leads to**

**Increased Change talk**



and

**Decreased Resistance**



# 5 Early Strategies

- Ask Open Questions
- Affirm
- Listen Reflectively
- Summarize
- Elicit Change Talk

# OARS

- **O**pen Questions
- **A**ffirming
- **L**isten **R**eflectively
- **S**ummarizing
- **E**licit Change Talk

Dunn/MINT



# Open Questions

- Atmosphere of Acceptance and Trust
- Client Should do Most of the Talking
- Avoid Yes and No Questions

# Affirm

- Compliments
- Statements of Appreciation and Understanding
- Admiration

# Listen Reflectively

- Repeating
- Rephrasing
- Paraphrasing
- Paraphrasing w/ Reflected Feelings

# Summarize

- Collecting
- Linking
- Transition
- Shows that You are Listening
- Allows Client to Hear Own Motivational Statements

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# Basic MI Principles (REDS)

- Roll with Resistance
- Express Empathy
- Develop Discrepancy
- Support Self-efficacy

Miller and Rollnick (1991)

# Roll with Resistance

- Avoid arguing for change
- Resistance is not directly opposed
- New perspectives are invited, not imposed
- Resistance is a signal to respond differently
- The person is a primary resource in finding answers and solutions

# Express Empathy

- Acceptance facilitates change
- Skillful reflective listening is fundamental
- Ambivalence is normal

# Develop Discrepancy

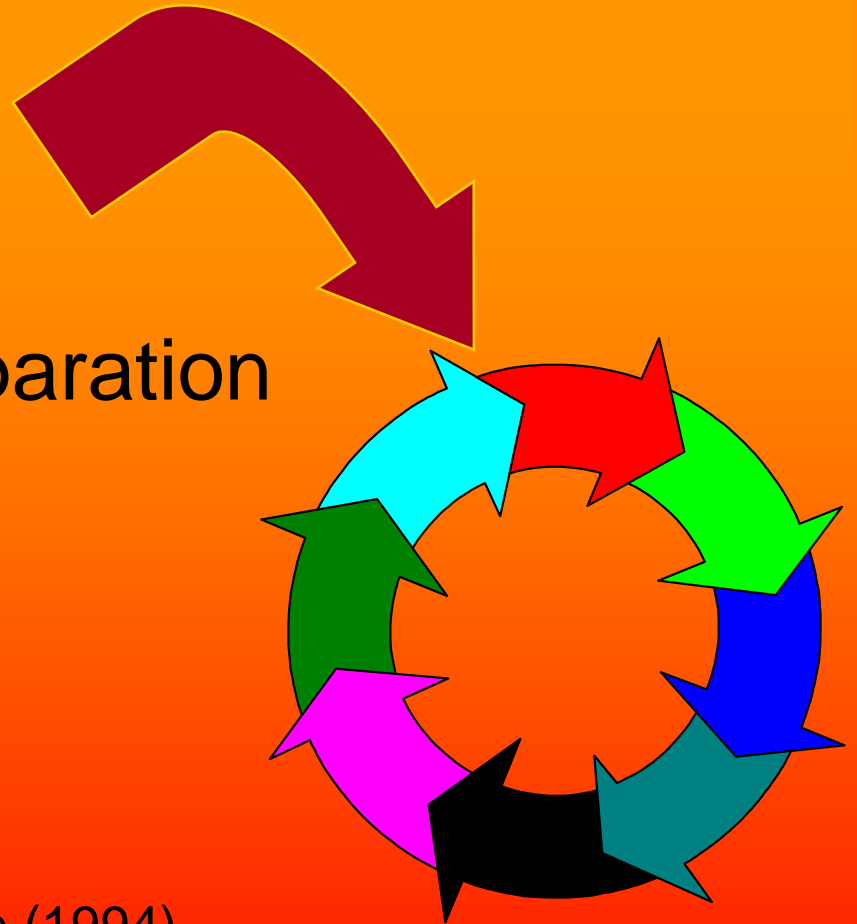
- The person rather than the counselor should present the arguments for change
- Change is motivated by a perceived discrepancy between present behavior and important personal goals or values

# Support Self-Efficacy

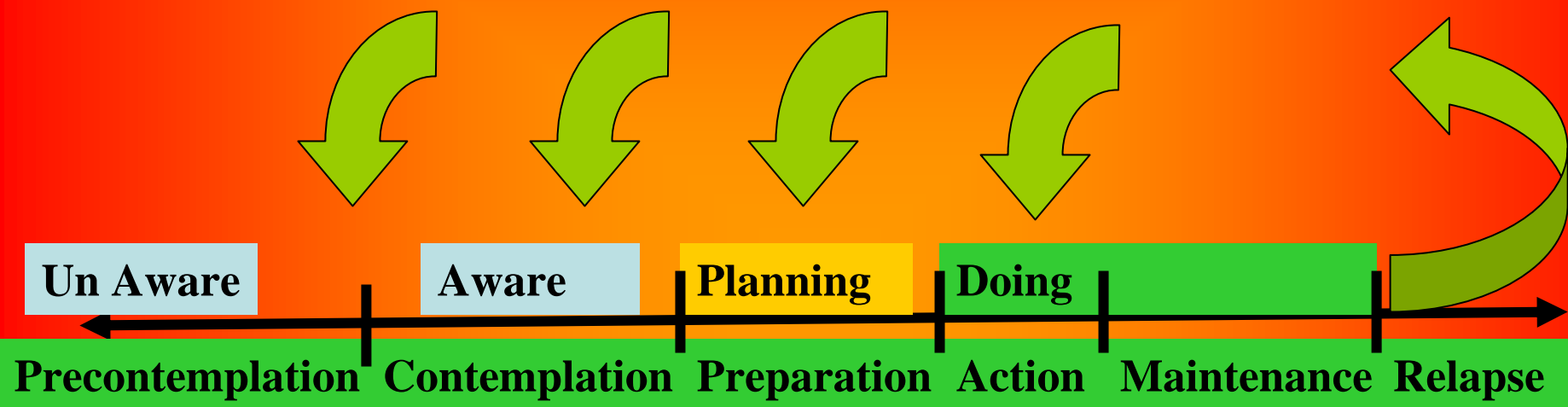
- A person's belief in the possibility of change is an important motivator
- The person, not the counselor, is responsible for choosing and carrying out change
- The counselor's own belief in the person's ability to change becomes a self-fulfilling prophecy

# Stages of Change

- Precontemplation
- Contemplation
- Determination/Preparation
- Action
- Maintenance
- Relapse



Prochaska, Norcross, DiClemente (1994)



# Stages of Change

- 80% of substance abusers are in precontemplation or contemplation
- Define success by the movement from one stage to the next

